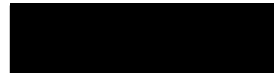




PRC Information Warfare & Huawei



S31182



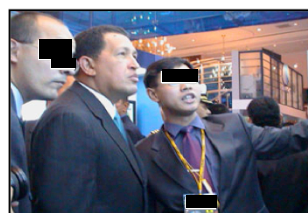


TOP SECRET//COMINT//REL USA, AUS, CAN, GBR, NZL

PRC Information Warfare & Huawei



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TOP SECRET//COMINT//REL USA, AUS, CAN, GBR, NZL

VIP guests at Huawei booth Malaysia Tech Conference: 2001 (Hugo Chavez)



Overview

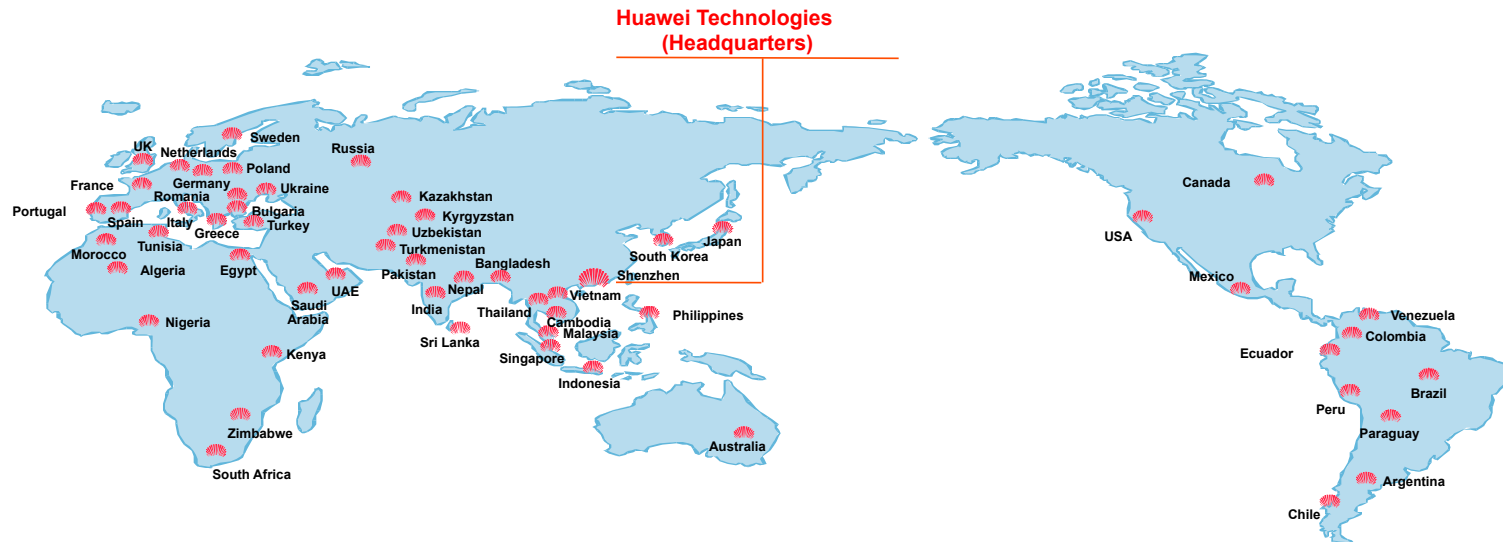
- (U) Incorporated 1988, headquartered in Shenzhen China
- (U) Leader in next generation telecommunications networks – products and end-to-end solutions
- (U) Rapid increase in global market share. (2008 Revenue: \$23 B - 65% outside of China, 41% growth last year and 71% this year)
- (U) 100,000+ employees – (45,000 are R & D)
- (TS//SI//REL TO USA, FVEY) Affiliations with to the Peoples' Liberation Army, Ministry of State Security, & Ministry of Public Security
- (TS//SI//REL TO USA, FVEY) Indications PRC government may take advantage of market penetration for its own SIGINT purposes.



TOP SECRET//COMINT//REL USA, AUS, CAN, GBR, NZL

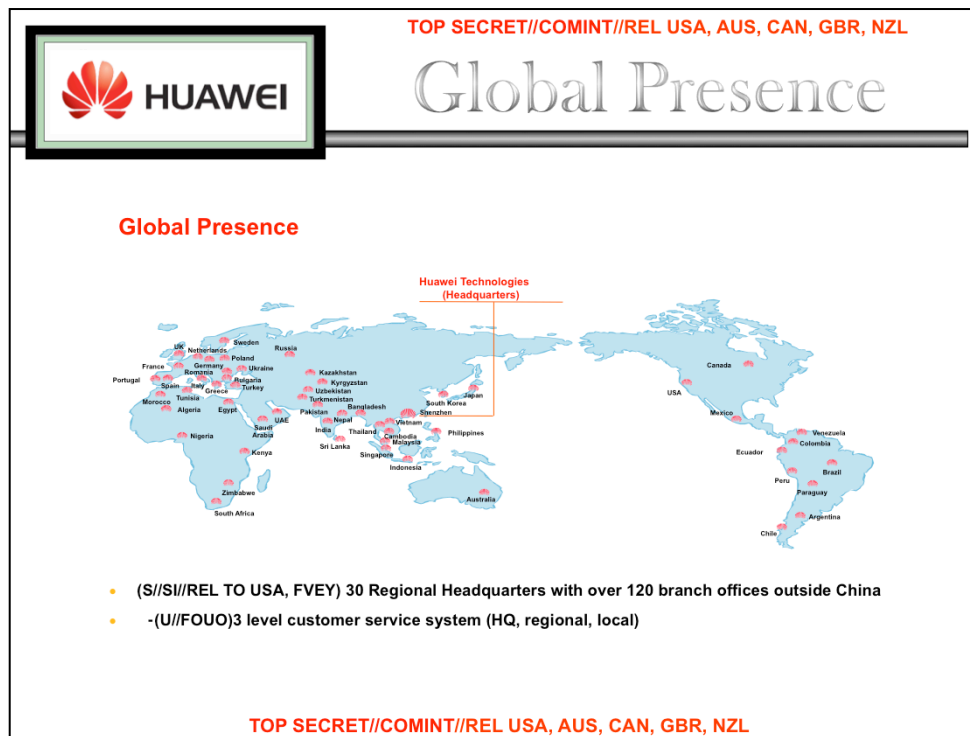
Global Presence

Global Presence



- (S//SI//REL TO USA, FVEY) 30 Regional Headquarters with over 120 branch offices outside China
- -(U//FOUO)3 level customer service system (HQ, regional, local)

TOP SECRET//COMINT//REL USA, AUS, CAN, GBR, NZL



Mention that growth has occurred, was known 8 regional headquarters and 85 branch offices

Main growth in the U.S. markets and Latin American market



The GIG

(U//FOUO) The Operational Area (OA) of the GIG consists of global information networks to include the Global Information Grid (GIG). The GIG is the globally interconnected, end-to-end set of information capabilities for collecting, processing, storing, disseminating, and managing information on demand to war fighters, policy makers, and support personnel.

(U//FOUO) The GIG includes owned and leased communications and computing systems and services, software (including applications), data, security services, other associated services, and National Security Systems (NSS). Non-GIG IT includes stand-alone, self-contained, or embedded IT that is not, and will not be connected to the enterprise network. The OA is also comprised of adversary military, government, and commercial networks, including neutral or friendly cyberspace deemed critical to the adversary's operational effectiveness.



Market Dominance

Contract sales breakdown by market

Developed markets

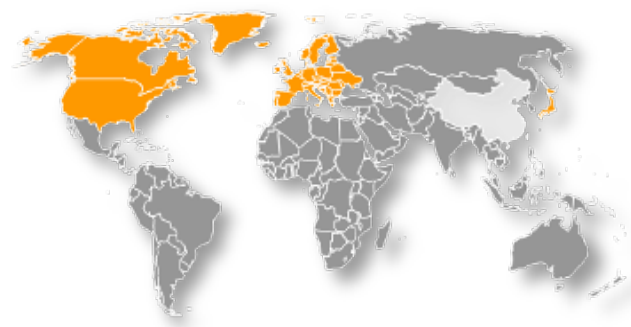
15%

China market

25%

Emerging markets

60%



Employees breakdown

R & D

1/2

Sales & marketing

1/6

Service

1/6

Others

1/6

Developed Markets

Growth Markets

(2009) 87k+ employees, 18k+ local employees outside of China

100+ branches worldwide



Doctrinal insight

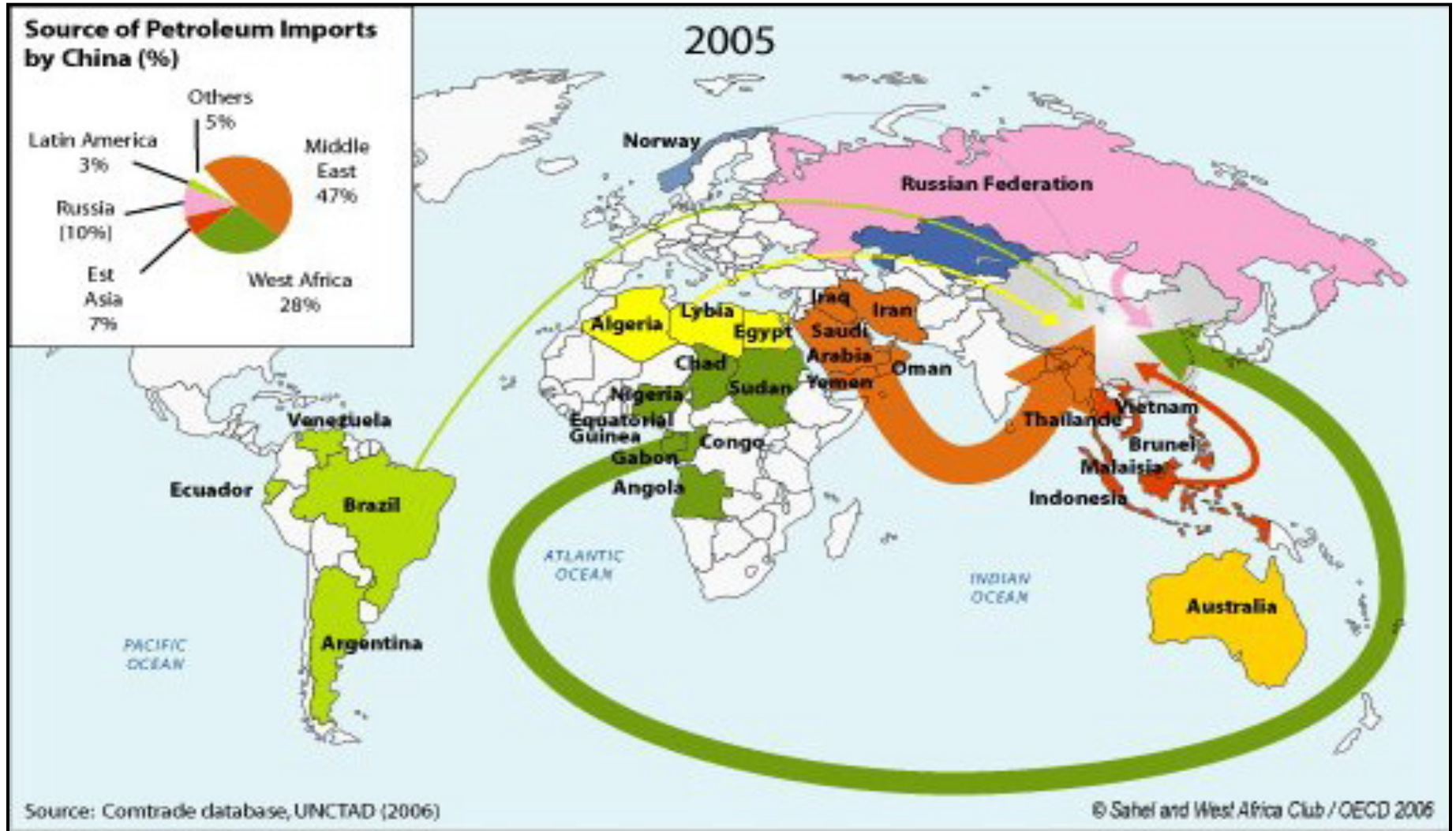
(U//FOUO) The PRC expects future wars to be fought over natural resources. Chinese military doctrine support the disruption of telecommunications infrastructure, as well as the introduction of IW against its adversaries. China is spending billions to secure access to crude oil, and other critical natural resources in Africa, the Middle East and Central America.

(U//FOUO) In the majority of these regions the are also building the roads, bridges, railroad and deepwater ports and of course substantial telecommunications infrastructure -- often provided free or with low interest loans.





Doctrinal insight





TAT 14



- Landing Points

Blaabjerg, Denmark

Bude, U.K.

Katwijk, Netherlands

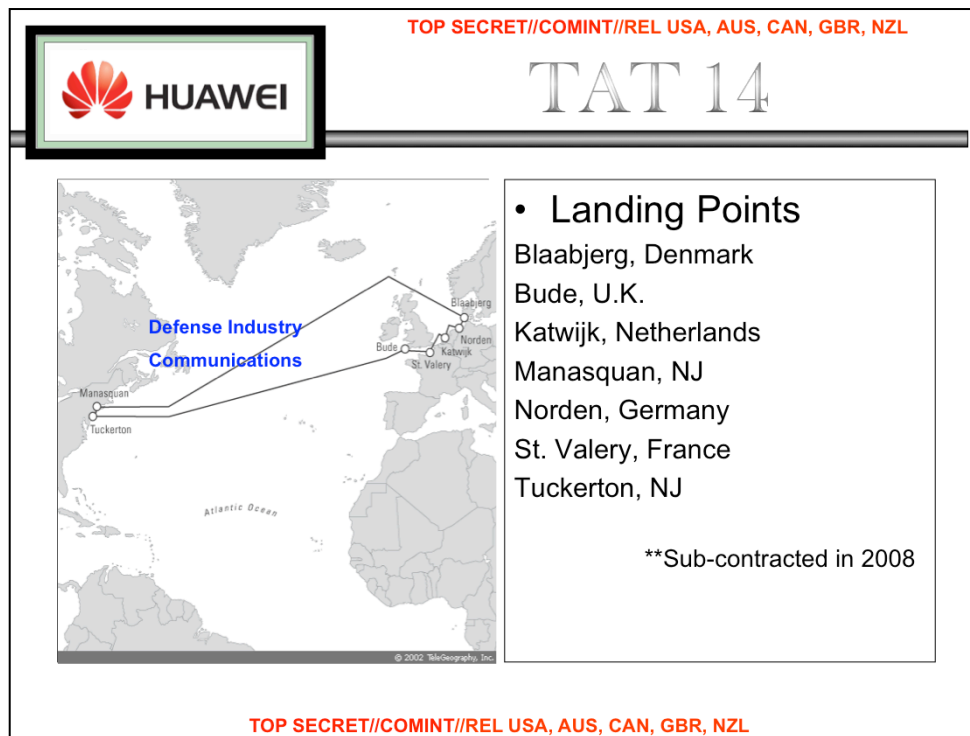
Manasquan, NJ

Norden, Germany

St. Valery, France

Tuckerton, NJ

**Sub-contracted in 2008



2008 upgrade of these TAT 14 lines. US has rights to the line, but contracted Mitsubishi to upgrade the line. Mitsubishi subcontracted the work Out to Huawei. Who in turn upgraded the system with a High End router of their own.